

# UKTI Education

- High Value Education Opportunities

COBIS Annual Conference, 11 May 2015



# UKTI Education's purpose

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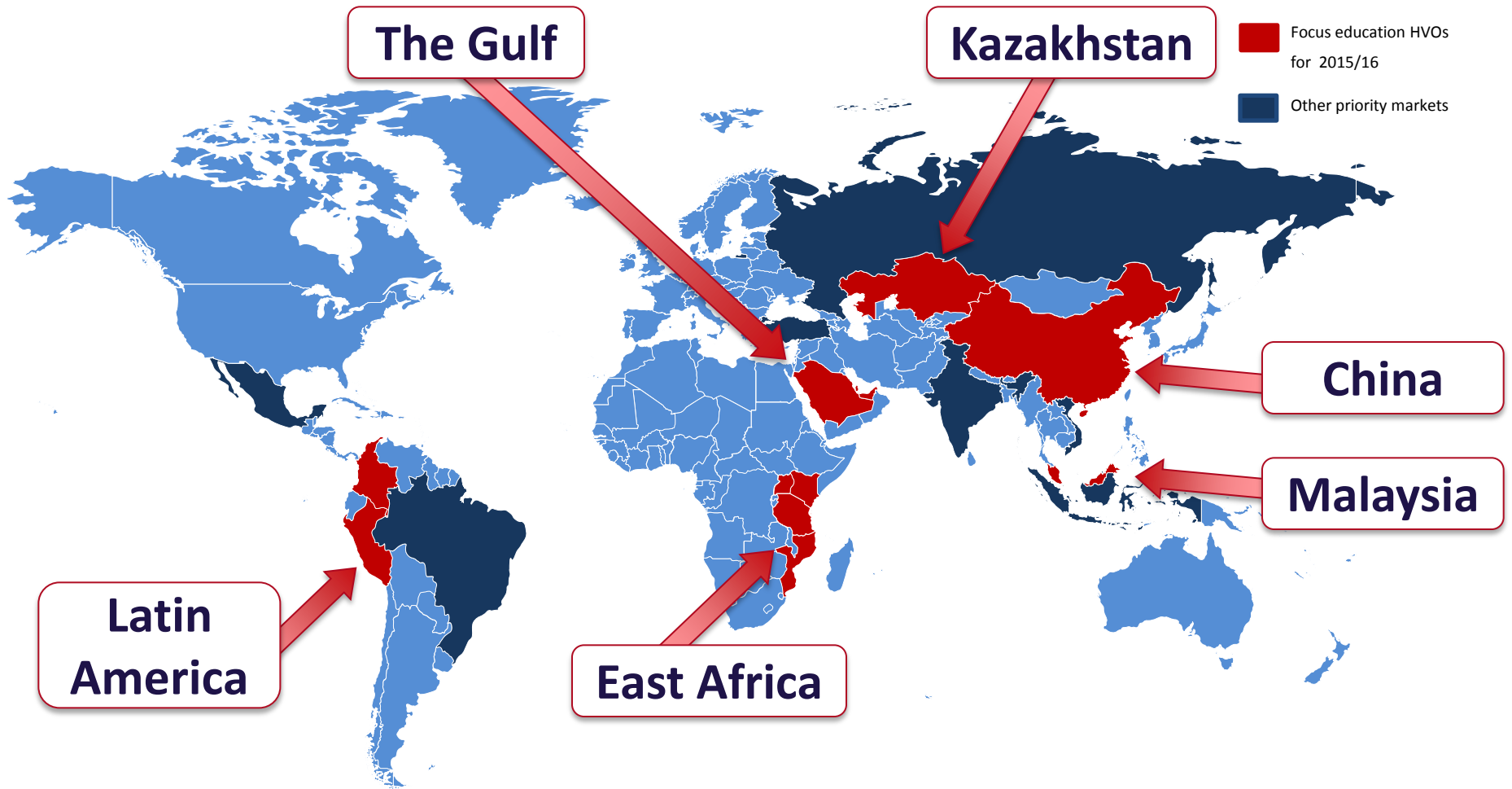
- To help UK education and training organisations win business overseas
- Primary focus on delivering high value education opportunities
  - identify and develop opportunities
  - mobilise a co-ordinated UK response
  - support UK bidders / consortia

# What is an education HVO?

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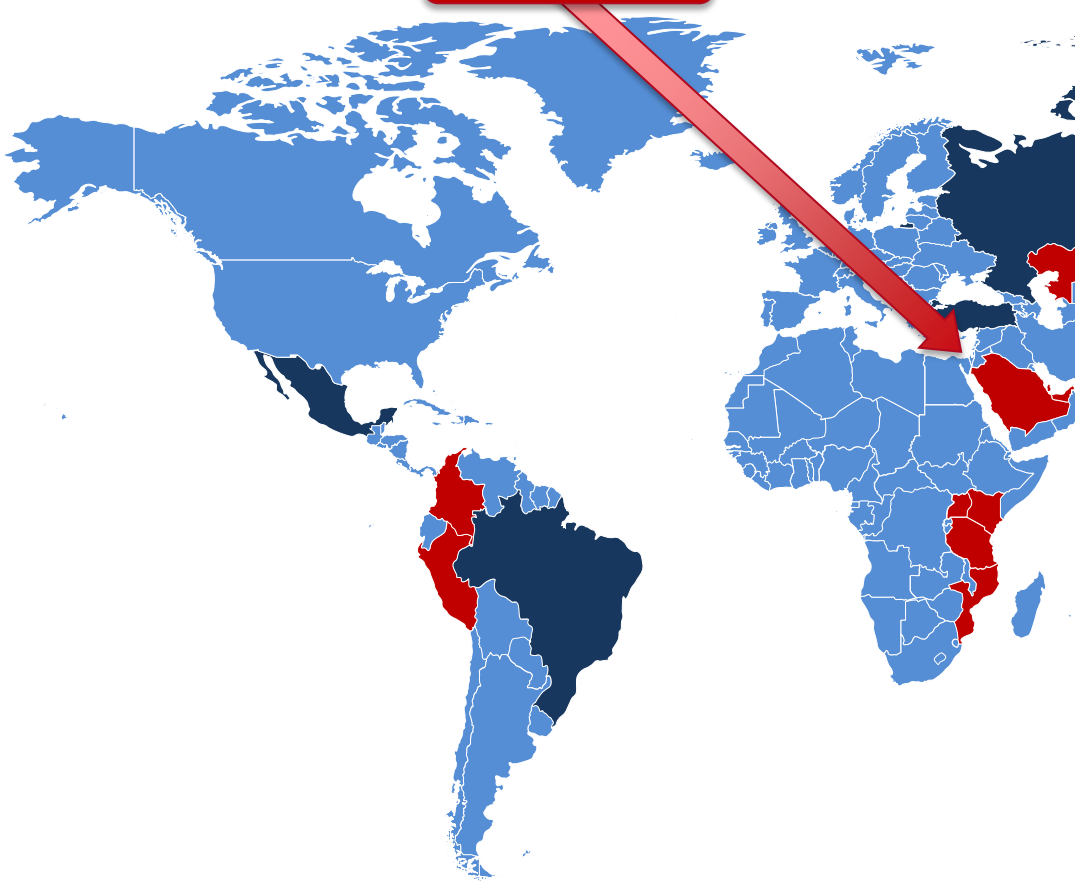
- Distinct approach to HVOs in education
  - large, complex commercial education opportunities
  - likely to result from significant system change
  - likely to benefit from Government-to-Government engagement / partnership approach
  - business opportunities with an aggregate value of £100m+ - across a range of contracts, over time
- Range from major formal global tender processes to bespoke turnkey solutions

# Focus for delivery in 2015/16



# Opportunities in the Gulf

## The Gulf



- **Saudi Arabia**

- Operating 100+ TVET colleges (*Colleges of Excellence*)
- Qualifications and assessments (*Saudi Skills Standards*)

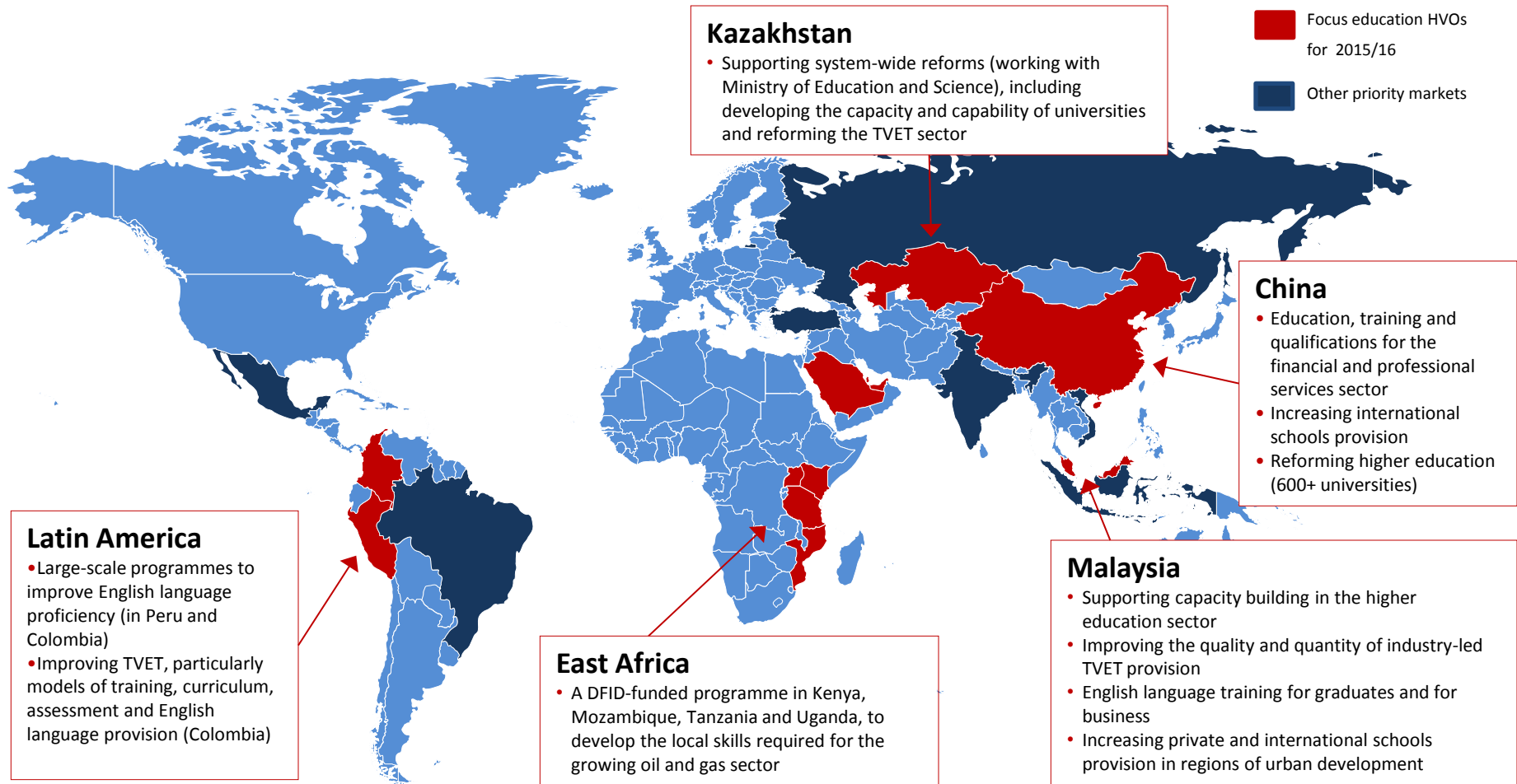
- **Qatar**

- Opening/operating UK schools (*~20 new schools by 2020*)
- Opportunities with Jasoor, World Cup 2022 subsidiary responsible for TVET

- **UAE**

- Opening/operating UK schools (*~200K new school places by 2020*)
- Tourism, hospitality & EFL training for the Dubai World Expo 2020

# Other key HVO projects for 2015/16



# Opportunities to Get Involved

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- Get in touch with your local UKTI international trade advisor
- Register for UKTI business opportunity updates
- Register to receive UKTI Education market briefing emails
- Attend UKTI Education events and formal briefings
- Meet UKTI Education teams in market
- Future project: become part of the UKTI Education directory of support service providers

# Education HVOs – in summary

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- Significant commitment to supporting UK education sector overseas
  - new strategic programme targeting large-scale opportunities
  - supplements UKTI's existing services for education and training companies
- Please get in touch
  - Local international trade advisor: [www.greatbusiness.gov.uk/ukti](http://www.greatbusiness.gov.uk/ukti)
  - Business opportunity updates: [www.businessopportunities.ukti.gov.uk](http://www.businessopportunities.ukti.gov.uk)
  - webpage: [www.gov.uk/ukti-education](http://www.gov.uk/ukti-education)
  - UKTI Education email: [ukti-education@ukti.gsi.gov.uk](mailto:ukti-education@ukti.gsi.gov.uk)
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